

Message Text

UNCLASSIFIED

PAGE 01 WELLIN 01909 140702Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----006245 150346Z /66

R 140521Z APR 78
FM AMEMBASSY WELLINGTON
TO USDOC WASHDC
INFO SECSTATE WASHDC 5361
AMCONSUL SYDNEY
AMCONSUL AUCKLAND BY POUCH

UNCLAS WELLINGTON 01909

E.O.11652:N/A
TAGS: BEXP, NZ
SUBJECT: AM-TECH '78 - NASHUA 51 PERCENT U.S. CONTENT
DIFFICULTIES.

USDOC FOR ITA/BED/OIM - SILLOWAY

1. NASHUA, AN EXHIBITOR IN THE PREVIOUS AM-TECHS, WILL BE
EXCLUDED FROM THIS YEAR'S EXHIBITION UNLESS A DISPENSATION
IS MADE OVER THE 51 PERCENT REQUIREMENT. THEY HAVE WRITTEN
TO US CONCERNING THE PROBLEM AND THEIR LETTER STATES:
QUOTE

WE ARE VERY PERTURBED ABOUT THE APPARENT INSISTENCE OF THE
UNITED STATES DEPARTMENT OF COMMERCE THAT THE EQUIPMENT
WE MARKET ON BEHALF OF NASHUA CORPORATION OF NEW HAMP-
SHIRE, U.S.A., CONTAIN A MINIMUM OF 51 PERCENT U.S. CON-
TENT. UNDER AN INTERNATIONAL MARKETING AND MANUFACTURING
AGREEMENT, OUR EQUIPMENT IS BEING MADE IN JAPAN BY RICOH
CORPORATION ON BEHALF OF SAVIN OF VALHALLA, NEW YORK AND
NASHUA. THIS SITUATION IS APPARENTLY CREATING SOME
PROBLEM WITH THE DEPARTMENT OF COMMERCE.

WE WOULD LIKE TO POINT OUT THAT WE REPRESENT NASHUA
CORPORATION ONLY. FURTHER, WE ARE ONE OF A NUMBER OF
INTERNATIONAL DISTRIBUTORS OR SUBSIDIARIES OF AMERICAN
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CORPORATIONS WHICH MARKET
EQUIPMENT WHICH IS MADE OFF-SHORE THE U.S., THOUGH IT
MAY CARRY THE NAME OF THE AMERICAN CORPORATION.
WOULD YOU PLEASE INDICATE TO THE APPROPRIATE PEOPLE OUR
WORRY THAT THIS SITUATION MAY REMOVE NOT ONLY OURSELVES
BUT A NUMBER OF OTHER REPUTABLE ORGANIZATIONS FROM THE
AMTECH EXPOSURE WHICH WE REGARD AS VITAL IN THE MARKETING

OF OUR EQUIPMENT IN NEW ZEALAND.

SIGNED, ROB E. CANTLON, MANAGING DIRECTOR.

UNQUOTE

2. NASHUA HAVE REFERRED THIS DIFFICULTY TO THEIR PRINCIPALS IN THE U.S.

3. REQUEST INDICATION ASAP WHETHER THIS FIRM MAY PARTICIPATE IN AM-TECH '78. HEALY

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NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Draft Date: 14 apr 1978
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Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
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Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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ISecure: 1
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
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TAGS: BEXP, NZ
To: COM
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vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0bab01b0-c288-dd11-92da-001cc4696bcc
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